NOTES from 4/20/90
WELL Bd Mtg.

Questions

What kind of place 2B should WE be?

The WELL

Eg. If Pt owns all of WELL, what shud Pt provide as benefits?

e.g., Health

Paternalistic systems - sbb - they may break down.

What do employees want?

The conversation about the issues is the main thing you can deliver to employees.

How bonused money goes to benefits.

How to match flexibility in adversity, to turn on a dime - Retain decn on month-to-month / pd.-to-pd., so in down times, you have lower fixed costs.

> Labor as % of revenue for this industry.

> On the WELL: if you want to make a donation to the WELL's parent co – Point Fdn – you can do it one of two ways.

$X / month

or

a $1-time/year donation.